

APPLES OVER ATLANTA

A Publication of the Atlanta Area Apple Users Group

Vol.5 Number 4

April 1989

**AAAUG
MEETING ON TUESDAY
APRIL 11th
7 pm
662-6957**

Atlanta Area Apple Users Group

Soter Iruosota, Editor
P.O. Box 930172
Norcross, GA. 30093-0172



Mo. Paid: Yr. Paid:
Suncoast Apple Tree
P.O.Box 7488
Clearwater Fl. 34618

Address Correction Requested

OFFICERS OF THE ATLANTA AREA APPLE USERS GROUP

President:

Rick Glisson (#52) 352-5349

1st. Vice-President:

Sharon Hill (#383) 493-8423

2nd. Vice-President:

Horton McCurdy (#108) 922-6678

Treasurer:

Adele Ward (#145) 634-1915

Secretary:

Scott Wilson (#29)

Newsletter Editor:

Soter Iruosota (#132) 435-3919

Book Librarian:

Bernie Morrison 477-0735

Public Domain Software**Librarian:**

Jim & Robin Sulsona (#187) 455-0853

NB. Cider City #s are in
parenthesis.

SIG CHAIRPERSONS

APPLEWORKSDale Aston (Nowhere Man Cider
City #215)**GREEN APPLES**

Dale Aston (#215) 971-0548

PROGRAMMINGJeff Brielmaier 446-9048 Cider
City #148**EDUCATION**

Taylor Scott 939-3589

ADVERTISE WITH US**AAAUG MEMBERS PATRONIZE
OUR ADVERTISERS.**

Full page \$35.00

Half page 20.00

Business Card 8.00

Discounts available, Members
advertise free as space permits.

ARTICLES AND ADS FOR APPLES OVER ATLANTA DUE BY APRIL MEETING.

Send ASCII text files or hard copies
to:

Soter Iruosota

P.O. Box 930172

Norcross, GA. 30093-0172

(404) 435-3919

JOIN OR RENEW YOUR AAAUG MEMBERSHIP:

monthly meetings and newsletters
\$15.00 for single per year
\$20.00 for family per year

Send membership dues to:

Adele M. Ward, Treasurer AAAUG

868 Castle Falls Dr., N.E.

Atlanta, GA. 30329

634-1915

AAAUG MESSAGE MACHINE

662-6957

MEETINGS occur on the second
Tuesday of every month at 7 pm at
Henderson Mill Elementary School on
Henderson Mill Road (north of
Lavista Road and I-285)

Call 662-6957 or any officer if you
need more directions.

DISCLAIMER

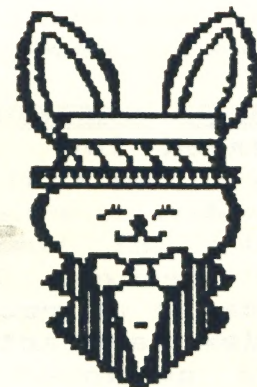
APPLES OVER ATLANTA is an
independent publication not
associated with or sponsored by
Apple Computer, Inc. The opinions,
statements, or views rendered and
reproduced herein are solely that of
the editor, executive officer(s),
and/or author(s) and do not
necessarily reflect those of AAAUG
as a whole or Apple Computer, Inc.
Apple II, IIs, Iie and Iic,
LaserWriter, Macintosh, Applelink,
Appletalk are registered trademarks
of Apple Computer, Inc. Appleworks is
a registered trademark of Claris
Corporation.

FROM THE DESKTOP...

by Rick Glisson, President

I was very pleased with the number of members at the last meeting and especially the new people who have joined. Welcome! We are here to make your journey with Apple as enjoyable as possible. Through the exchange of ideas we all grow. No one person can possibly master every program for the Apple. The last estimate I heard was over 10,000 programs for the Apple // alone! We try to keep you up-to-date with the latest for the Apple as well as review the basics from time to time to bring the new people up to date. I hope that everyone got something out of the March meeting. Taxes are never a pleasant topic (unless you get money back!). Telecommunications is not easy to master quickly, but hopefully with the information given at the last meeting, it will be easier. I figured that my computer usage doubled (as well as productivity) since I hooked up a modem. In fact, all articles in this newsletter are uploaded to Cider City, then downloaded by the editor (at his convenience). This is quick, easy, convenient, error free, and NOT dependent on the mail. This is the beginning of the electronic (information) age! I would also like to encourage anyone who wishes to contribute to the newsletter to upload their article, comments, etc. to the AAAUG upload section on Cider City (446-9048). We are upload section #40. Other news is that the Green Apples SIG has had a meetings for beginners. Please contact Dale Aston for further details. Dale will be taking care of the Green Apples SIG as well as the Appleworks SIG. We thank Dale for his willingness to take over these SIG's. The disk librarians, Jim and Robin Sulsona will be asking

asking for a few volunteers to help sort out the library and write reviews of the software we have. Some of the material is Dos 3.3 and even some Integer Basic stuff mixed in. We will try to dump the junk and concentrate on the gems, not an easy task! Sharon Hill has taken on the task of publicizing our club. She has prepared a brochure to distribute to all dealers and other clubs to raise our visibility. She will also be contacting manufacturers and software houses to see about getting some demos by the manufacturers. If the dealers don't know about us, the new computer owner has a hard time finding us until they give up and call Cupertino! I want to make this newsletter one of the most informative available from any Apple User group. We can with your help. Send all articles, notes, comments to me by mail, or Email on Cider City, (446-9048), #52. We will also soon have an upload section on Cider City devoted to AAAUG where members can upload articles for publication in the newsletter. I look forward to a strong year and welcome all suggestions. Please forward them to me at the meetings or Email on Cider City #52. This is your club, let's make the most of it.



Happy Easter!!!

(Editor's note: The following article submitted by Dale Aston is from the Business Electronics Dealer 11/88 issue. It is reproduced here to illustrate the vicissitude of the modem market and how the industry relates to us end-users).

TAPPING INTO THE LUCRATIVE MODEM MARKET. (As growing numbers of dealers struggle to increase their profit margins, many are becoming more resistant to selling modems)

Due to an abundance of discount stores and the dirt-cheap prices of commodity computer products, many dealers have become discouraged trying to make money in the modem business. Despite the obstacles, there are a variety of approaches business electronics dealers can take to successfully tap into the modem market, according to Theodore F. Wiss, Jr., vice president of sales and marketing for Fastcomm Communications Corporation. Wiss says that such factors as speed, features, price and functionality have created numerous categories for modems, each requiring a unique selling strategy. To gain most profitably, Wiss suggests that dealers concentrate on marketing top-quality, high-speed modems instead of the low-end types (most end users can afford and need) since they can sell these as part of a data communication solution. "It's gotten to the point where quality, service and after-sale support is non-existent in selling low-end modem products. Price is the main selling point," says Wiss. "If dealers really want to make money, they should focus on being providers of unique data communications solutions. Value-added products, such as 9600 bps interactive modems and multiplexers, are the types of products they should be selling." There are a variety of claims from 9600 modem manufacturers that their technology is the best. To help put the picture into perspective, let's take a look at some technical facts on which to base your 9600 sales selections. The battle to get more performance out of the useable bandwidth of an analog phone line has been going on for some time. It wasn't too long ago that modem technology pushed speeds of dial-up units to the 2400 bps range. But, it seems there is always just a little bit more performance that can be gained. Now modem technology is reaching another plateau for affordable modem speeds: the 9600 plateau. Sure there are units that can communicate at higher speeds over dedicated and dial-up lines, but these are the premium priced models which are just too expensive for major market acceptance.

Leased Line Modem Standards.

The leased line market is the simplest and the most straightforward. The CCITT standards for high speed dedicated (leased) line modem communications are U.29 for 9600 and U.33 for 14.4kbps. That's all there is. Speeds beyond these are via manufacturers' designs. Of the two speeds, U.29 is the most economical, because of recently introduced integrated circuit chip sets which modem manufacturers now incorporate into their units. Expect to see continued activity in the U.29 area with the proprietary designs above 14.4 K bps gaining ground on U.33.

Dial-Up 9600 Modem Standard.

Dial-up 9600 isn't exactly clear yet, but the players and their products are coming quickly into focus. Prices are coming down, with the introduction of the U.32 chip sets used by modem

manufacturers. Lower prices and general availability mean that you can expect quick user acceptance of U.32. What is U.32? "It's the official standard for two wire dial-up full duplex communications from CCITT," says Paul A. Kraska, marketing analyst for Multi-Tech Systems. The standard has been around since 1984 so there have been U.32 units on the market for some time, but they gain acceptance slowly." The U.32 technology has several elements that are very sophisticated and expensive to implement. First, the modulation technique, called Quadrature Amplitude Modulation or QAM is the same as used in the U.29 standard and requires multi-level signaling using amplitude and phase combinations. Second, a forward error correction technique, called Trellis Encoding, uses an algorithm that encodes data so that both modems know what the next bit should be. Third, U.32 employs echo cancellation, which is the element that makes the communications full-duplex over two wires. Echo cancellation is the most complicated and therefore, the most expensive part. Lower speed operation is why U.32 is the only standard that should be considered when looking at 9600 dial-up units. By definition, dial-up modems are used to access public switched networks, and not every location accessed will have a compatible 9600 unit. A good safety feature is whatever 9600 modem you choose, is to make sure it has fallback capabilities to standard lower speed operations. "And, if your modem is going to operate at these lower speeds," says Kraska, "take advantage of all the advancement available in error correction and data compression."

Alternative 9600 Technologies Offer a Choice.

Because true U.32 modems are expensive to manufacture and therefore have slow market penetration, there have been three alternative technologies introduced that address the 9600 performance plateau. We'll call them multi-band, asymmetrical and ping-pong.

These alternative technologies are not true full duplex technologies. That's not necessarily bad, because in many applications the data traffic is primarily in one direction. But, believing that these technologies will perform like true full duplex, two-wire, dial-up U.32 modems under any circumstances is correct.

The multi-band proprietary technology divides up the bandwidth available within the phone line into many channels (up to 512) to get its high speed performance. It's still a half-duplex technique that adjusts the number of channels to the quality of the phone line. The claimed maximum rate is 18,000 bps. You need some excellent phone lines for consistent periods of time to get the claimed throughput. Don't forget to check its compatibility with the other modems (including lower speed operation). Asymmetrical technology, also called statistical duplexing, uses a 9600 channel in one direction with a reverse channel (300 bps) in the other. Remember the old, and short lived, Bell 202 (1200/300 bps) reverse channel modems of another era? This concept is, again, acceptable if your data traffic is heavy in one direction. Circuitry in the asymmetrical modems monitors the traffic in each direction to assign the higher speed channel correctly. This is another technology for which compatibility may be a problem. The ping-pong or pseudoduplex technology is one of the most effective of the alternatives. Most start out with QAM of the U.29 standard and add fast-signal switching, error correction and buffering circuitry to gain a simulated full-duplex operation. The fast turn around occurs whenever the non-transmitting modem

in the link needs to transmit data. Some modems of the ping-pong group also use an altered form of U.32. Because of its more standard approach to communications, you may also find more success in the area of compatibility.

The Intelligence Factor

The intelligence contained in dial-up modems has been taken for granted for so long that we sometimes don't think there is a standards issue. There isn't in the asynchronous world. When Hayes Micro Computer Products introduced the AT command set years ago and gained significant market share in the micro computer arena, virtually every other modem manufacturer accepted the de facto AT standard. After all, with a large number of programmers already writing code for the AT set, why rock the boat. The synchronous world is another story. Being primarily a leased line market, the need to auto-dial, auto-answer, redial, store phone numbers, etc. was not necessary, but times are changing. There is a growing need to dial-up synchronous applications. If you can get 9600 performance from a dial-up modem, and you don't really need a full-time leased line, why not save a lot of money with dial-up facilities? There are several ways the intelligence is added to the synchronous world. The CCITT U.25 bis standard implements automatic dialing and answering of synchronous modems, but it has some serious competition from the private sector. Several modem manufacturers have introduced successful techniques. Finally, several asynchronous modem manufacturers have implemented synchronous dialing in the asynchronous mode.

Selling 9600 Modems

That's the standards picture regarding the 9600 operation and technologies. You can see why there's a high-end dilemma faced by dealers. Theodore Niss, Jr. of Fastcomm says they work closely with dealers on an application-by-application basis, and help them sell communications solutions. "My advice to dealers is to give the high-speed modem market a try," says Niss. "There are several companies like Fastcomm out there who will provide the necessary support to make the modem business more profitable."

Another one Bytes the dust !!

by Rick Glisson.

What's your favorite Apple // magazine? Well in the past, you have had 3 or 4 to choose from. A+, InCider, Nibble, and A2-Central (formerly Open Apple). That number has now dwindled a little more with InCider buying out A+ from Ziff-Davis. None of the current A+ staff will be carried over according to Owen Linzmayer. I have printed below the messages off CIS about the buyout from the horse's mouth.

Sb: #234947-#A+ Bought Out Fm: Owen Linzmayer 74710,13 To: Rick Hannon 75530,3136 (X)

Rick,

The rumor you have heard is in fact the truth. Starting with their June issue, inCider will become inCider/A+. Old A+ subscribers will have the balance of their sub rolled over into

the hybrid magazine. inCider has the option of turning the magazine into an exact duplicate of A+ (the design, column names, etc) and I suspect that you will see some of our contributors in the pages of the new book. None of the A+ staff members is going to work at IDG, but I am sure if the editors of inCider were to ask us to write for them, they would find us receptive to the idea. I am sorry to have to tell this sad story, but it was out of our hands.--OWL

Comment (Rick Glisson): I'm not sure this will improve the Apple // magazine situation. I for one was about to let my InCider subscription expire and keep A+... Well, there's always A2-Central...

APPLEWORKS TIPS

by Bob and Karen Crisson
(reprinted from Michigan AppleGram Harvest)

Pointers on how to control your document layout.

INDENTING - 1. When using indenting you can do things like this: Put a # and let it stand out and indent the rest of the paragraph until you use a RETURN. 2. The first line after a RETURN is started at the margin. The second line and all lines up to the next RETURN are indented the specified # of spaces. You can also use any character to highlight the paragraph, an o, an @, a \$, or whatever you like.

To set up the indent feature, put the cursor at the beginning of the line where you want to begin indenting. Use OA-O (Open-Apple-O) to select the options menu. Type IN then the number of spaces to indent. Then ESCape and type in your text. To turn off the indent feature use OA-O then type IN, then @ for the number of spaces and

ESCape.

To indent a whole paragraph and not just the lines after the first, you will have to reset your margins either both sides or just the left. After your text is entered, reset the margins to the original values. You can't use spaces to indent because AppleWorks will remove them.

STICKY SPACES - Sticky spaces are used to keep the wordwrap from splitting up words, such as a person's name or title (i.e. President Ronald Reagan). To insert a STICKY SPACE use OA-SPACE instead of just a space between the words you don't wish separated. President (OA-SPACE) Ronald (OA-SPACE) Reagan. The OA-SPACE will insert a caret between the names and keep wordwrap from splitting the name up and keep it all on one line.

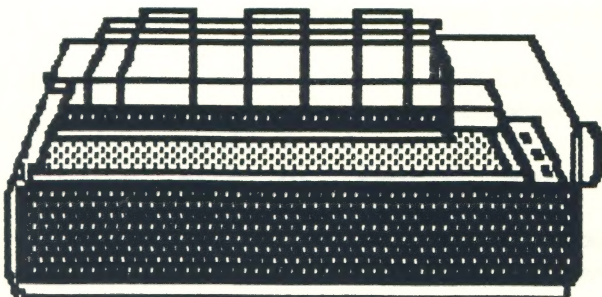
CALCULATING PAGE NUMBERS - By using OA-K and selecting your printer from the menu and stepping through the document your page breaks will appear as dotted lines with the page # on the line. This will help you to select the margins or print size to customize your document. If you have a couple of lines being printed on the second page and you want them to print on the first page, then go back and change your margins. Use OA-K again to see if the whole file will print on one sheet.

PAGE BREAKS - You can force a page break but there are a couple of rules to follow. First, you can't break in the middle of a paragraph. Appleworks will break before the paragraph. Second, to break in the middle of a paragraph (if you really need to) you must put a RETURN at the point of the break before you add the page break commands. You can then use OA-O, then type

NP, RETURN, an ESCape. Use OA-K and you will see your new page break. This also changes any page breaks in the rest of the document so check the whole file.

GROUPS OF INFORMATION - To keep a group of information together on one page, place the cursor on the first line of the group. Use OA-O and type GB. Move the cursor on the line following the last line of the group. Use OA-O, then type GE. This will keep all the information between GB and GE from being split between pages.

TYPING FROM THE KEYBOARD - This feature is useful when you want to personalize letters by putting in a person's name or other information. For this feature put the cursor where the typed information will go, use OA-O and type EK and RETURN and ESCape. AppleWorks will put a caret in the text at this point. When the document is printing, the printer will stop at the caret and let you type in your information until you press RETURN. Then the printer will start printing the rest of your document. For example a letter starts out Dear (leave blank) - put the OA-O and EK commands in the (blank). The printer stops here for you to add the name. This can be used for form letters and when printed they will look more personal.



SONIC BLASTER !!

Sonic Blaster Applied Engineering (\$129) -Rick Glisson

If you have been waiting for a sound card for the //gs, this is it! The Sonic Blaster comes complete with software to be able to playback AND record stereo sounds from a variety of sources. Bundled with the card is a small library of sounds that you can play with. Games such as Alien Mind will blow you away when played through amplified stereo speakers? If you require MIDI, AE also sells the Audio Animator (\$229). The software allows you to edit, cut and paste various sounds (and part of sounds) to create any effect you want. The "player" is set up like a cassette recorder with "buttons" you can click on with the mouse to record, play, and stop. You can have up to 8 sound files open (at least on my machine with 1.75 meg) and you can switch between them as you like. Pieces of files can be "cut and pasted" to a clipboard (a special clipboard for the Sonic Blaster only) and then inserted in any other sound file. There is a "zoom" mode to allow precise editing of the sound files. Before you "cut and paste" part of a file, you can highlight the portion you think you want and play it back to make sure it is what you want. Recording a new sound is very easy. Simply connect your source (high level microphone, stereo system, etc.) to the input, check the recording level and hit the "record" button with the mouse. Remember that depending on the sampling rate, even a few seconds of sound can require a lot of memory. If you are recording mono, you can still playback through both channels. The demo using the microphone at the user group meeting showed that you could easily rearrange

what someone said to whatever you wished they would say?

The installation is fairly straight forward. As a growing number of //gs owners are finding out, slots are getting harder and harder to find. Even though your //gs may look empty inside, most of those "empty" slots are taken up using the built-in ports such as the printer, modem, etc. My slot 7 has a hard disk, slots 5 and 6 are taken up with the smartport (slot 6 also has a PC Transporter). Slot 4 is the mouse, slot 3, the 80 column video (and hopefully soon, a Transwarp GS?). This leaves either the printer (slot 1) or the modem (slot 2). I had to install the Sonic Blaster in slot 2 because of crowding due to the colorswitch portion of the PC Transporter next to the power supply. So, when I want to use the Sonic Blaster, I have to go into the control panel and make the change. A little inconvenient, but I will not be using both at the same time at least.

The card has a connector that fits on the back panel with the input and output mini-stereo sockets. The card has ribbon cable that plugs directly onto the motherboard near the right front. Roger Wagner's HyperStudio card will have a piggyback arrangement that will allow both cards to be plugged in at the same time? Installation of the card was fairly easy and took about 30 minutes. I probably took longer than necessary because of the extra cards in the machine.

To summarize, the more I use this card, the more I am impressed. A good set of stereo speakers is a must to really bust this card wide open? If you don't have a stereo card yet, you don't have any reason to hold off any longer?



UNCLASSIFIED MARI.

Apple //gs with 3.5 & 5.25 inch disk drives (includes Applied Engineering GS RAM 1 meg) - \$1500

Assorted software packages including:

Printshop //gs-----	\$30
Printshop (party edition)----	\$17
Printshop (special edition)---	\$17
Multiscribe gs-----	\$50
Font Library gs-----	\$25
Timeout Desktools-----	\$25
Copy //plus(current version)-	\$19
Point-to-Point-----	\$50
Deluxe Paint //-----	\$50
(includes bonus art disk)	
Art font //-----	\$15
Jigsaw (/gs)-----	\$21
Reader Rabbit-----	\$29
Kidstime // (gs)-----	\$23
Sticky Bear Math-----	\$19
Packman-----	\$5
Choplifter/David Midnt Magic-	\$20
Electric crayon:	
Fun on the farm-----	\$10
ABCs-----	\$10

All software have original packaging and documentation.
CALL SHARON AT 493-8423.

More Tech Tips

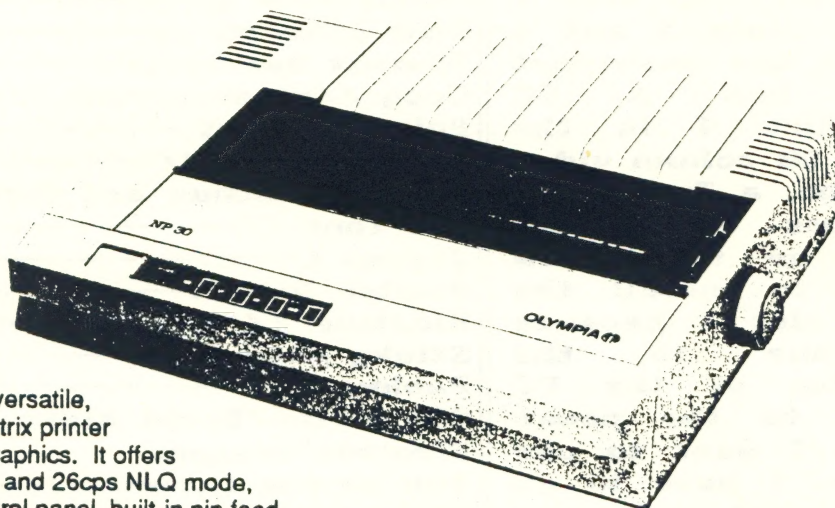
FILE MONI SAVE DISK FULL...

The most common reason for a file not saving is the tendency to overfill subdirectories. While ProDOS allows 51 files on the Root Directory, and an unlimited number in subdirectories, AppleWorks permits only 130 files in a directory. Veteran AppleWorks experts limit subdirectory entries to 30 or less. While this is not a major problem for 5.25" drive user, it can become a problem with large capacity drives. Make sure that you are not saving all your files in one area. Subdirectories can be used effectively to organize and catalog your files.

The Best Selection of Computer Products for Your Education, Home and Recreation.

Olympia NP30

For Olympian quality. . .



This machine is a versatile, high quality dot matrix printer for both text and graphics. It offers 150cps draft mode and 26cps NLQ mode, a user friendly control panel, built-in pin feed, bidirectional and unidirectional print, 4,000 characters and graphics resolution to 240DPI. The Olympia NP30 offers you 11 print styles, great reliability, and even a low noise level while in operation. And the list of great features goes on — to tell you all of them we'd need a whole page, so check out the Olympia printer yourself and see what you've been missing!

\$269



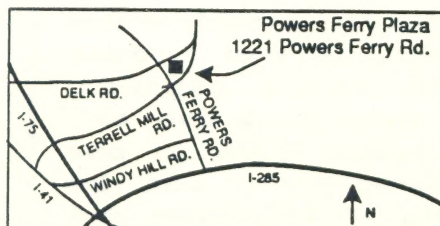
3.5" & 5.25"
Datacases



8.5" x 11"
Laser Cut Printer Paper



3.5" DS/DD Disks
in lots of 50



100% Satisfaction Guaranteed or
Your Money Back

Stop In And Pick Up
One Of Our New
Sales Flyers.

At Micro Center
PERSCOM

Powers Ferry Plaza
1221 Powers Ferry Road
Marietta, Georgia 30067

Where educated futures begin

Monday-Friday 8-9
Saturday 6-9
(404) 859-1547